

# ACI-NA AIR CARGO COMMITTEE



## TAMPA 2019

AIRPORTS COUNCIL INTERNATIONAL - NORTH AMERICA  
ANNUAL CONFERENCE AND EXHIBITION  
SEPTEMBER 15 – 17, 2019

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# Air Cargo Committee Mission

- ➔ The Air Cargo Committee is committed to advancing the industry's understanding and knowledge of air cargo economics and practices. Its focus is to assist airport operators in the management of existing air cargo resources, maximization of potential air cargo opportunities and the enhancement of air cargo revenues, in addition to providing a forum to discuss cargo-related security issues and developing concerns in the air cargo industry.



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# Air Cargo Steering Group (2019)

## Chair

- **Bryan Schreiber**, *Manager, Air Cargo - Business Development*, Columbus Regional Airport Authority

## Vice Chair

- **Adam Rod**, *Assistant Commissioner - Planning*, Chicago Department of Aviation

## Associate Representative

- **Douglas Bañez**, *Managing Director*, Hubpoint Strategic Advisors, LLC

## Emeritus Member

- **Dan Muscatello**, *Principal*, DBM Aviation Consulting

## Board Liaison

- **Tom Ruth**, *President and CEO*, Edmonton Regional Airports Authority

## Steering Group Members

- **Adam Kressler**, *Director, Air Service Development*, Cincinnati/Northern Kentucky Intl. Airport
- **Gene Meyers**, *Division Director - Administration*, Lee County Port Authority
- **Emir Pineda**, *Manager, Aviation Trade & Logistics*, Miami-Dade Aviation Department
- **Kevin Howell**, C.M., I.A.P., *Vice President/COO*, Greenville-Spartanburg Airport District
- **Jamy Kazanoff**, *Assistant Director*, Austin-Bergstrom International Airport
- **Milton De La Paz**, *Vice President, Airline Relations*, Dallas Fort Worth International Airport
- **Ramon Olivares**, *Director, Property Services Division*, Los Angeles World Airports
- **Patrick Haley**, *Air Cargo Facilities Manager, Airport Operations*, Port of Seattle
- **Stuart Hair**, *Director, Economic & Community Affairs*, Charlotte Douglas International Airport
- **Mammen Tharakan**, *Director, E-Commerce, Cargo and Aviation Real Estate*, Edmonton International Airport
- **Michael Minear**, *Managing Member*, Airport Property Solutions, LLC



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ACI-NA AIR CARGO COMMITTEE

# AirCargo 2020 Conference Planning Update

**Presented by:**

Bryan Schreiber, Chair, Air Cargo Committee

(Manager, Air Cargo - Business Development, Columbus Regional  
Airport Authority)



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# AirCargo 2020 (Jan 26-28, Nashville, TN)

## Agenda (Subject to change)

### → Sunday Jan 26

- TopGolf Tournament
- Women's Networking: How Companies Have Successfully Reduced Their Carbon Footprint

### → Monday Jan 27

- Keynote Event
- ACI-NA Membership Meeting
- Cyber and Business Risks
- Lithium Batteries
- How to source and retain Good Workers
- Cargo Insurance: Transferring the Risk
- Monday Evening Event



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# AirCargo 2020 (Jan 26-28, Nashville, TN)

## Agenda (Subject to change)

### → Tuesday Jan 28

- Business Impact of Free Trade Agreements and Other Forecasts for the Air Cargo Logistics Industry
- Alleviating Account Consigner and What it Means to You and Your Customer
- **Airport Session**
  - **Airport-Forwarder Relationship**
- Trucking Issues
- Public Relations for Disasters, including social media
- Cannabis Transportation
- Tuesday Evening Event



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# Working Group Updates and Discussion

- Air Cargo Guide 2019 Update
- Media Collaboration 2019 Update
- The Impact of E-Commerce
- Membership Engagement
- Industry Issues



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# Air Cargo Guide 2019 Update

## Some History

- The first version had five Chapters and was developed in 1995
- There have been several updates in the intervening years to track new trends in the industry and better informed management and planning processes
- The latest version has 10 Chapters and is more than 200 pages long
- The Chapters in some instances, deliberately have some minor overlaps to ensure that readers have a broader perspective on business and planning issues.



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# Air Cargo Guide 2019 Update

## The Chapters

- CHAPTER 1 AIR CARGO – AN HISTORICAL PERSPECTIVE
- CHAPTER 2 DEVELOPING AN AIR CARGO MARKET
- CHAPTER 3 DEMAND FORECASTING TECHNIQUES
- CHAPTER 4 AIR CARGO FACILITY ANALYSIS
- CHAPTER 5 FINANCIAL AND MANAGEMENT STRATEGIES
- CHAPTER 6 BILATERAL AND REGULATORY ISSUES
- CHAPTER 7 THE AIRPORT – TENANT RELATIONSHIP
- CHAPTER 8 AIRPORT PERFORMANCE BENCHMARKING
- CHAPTER 9 SECURITY
- CHAPTER 10 ALTERNATIVE LAND USE



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# Air Cargo Guide 2019 Update

## Contributors

- Chapter 1 Douglas C. Bañez, Managing Director, Hubpoint Strategic Advisors, LLC  
Robert O. Walton, Associate Professor, College of Business, Embry-Riddle University
- Chapter 2 Trudy Wassel, Deputy Manager, Anchorage International Airport
- Chapter 3 Mark R. Heusinkveld, CPA CGMA, Associate Vice President – Business & Finance, Landrum & Brown
- Chapter 4 Jeff Mishler, PE, Vice President, RS&H, Inc., Gareth Hanley, AICP, CM, Aviation Planner, RS&H, Inc.
- Chapter 5 James Tyrrell, C.M., Chief Revenue Officer, Philadelphia International Airport
- Chapter 6 Chris Bidwell, ACI-NA
- Chapter 7 Trudy Wassel, Deputy Manager, Anchorage International Airport
- Chapter 8 Robert Andriulaitis, Executive Consultant, InterVISTAS Consulting Inc. Dan Muscatello, Principal, DBM Aviation Consulting
- Chapter 9 Dan Muscatello, Principal, DBM Aviation Consulting
- Chapter 10 Dan Muscatello, Principal, DBM Aviation Consulting



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# Air Cargo Guide 2019 Update

## Changes of Significance

- Update on industry trends and potential impacts
- More in-depth discussion of marketing techniques
- Revised discussion on the throughput and sizing of cargo facilities and infrastructure
- Broader discussion of private-public sector financing and development of cargo facilities
- Updated changes to security including the use of canines
- The impacts of e-commerce
- Enhanced discussion of commercial land use and potential “Aerotropolis” applications



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# Media Collaboration 2019 Update

## History

- In 2016 – 2017, the ACI-NA Air Cargo Committee and Flying Typers (a cargo publication with a global circulation of approximately 30,000 business and individuals in the Air Cargo industry) collaborated on a series of airport-oriented articles. These were designed to increase awareness of the initiatives and investments that airports are making to increase throughput and reduce time and costs for their partners throughout the logistics chain. Because the series was so well-received, we are developing a new series of articles.

# Media Collaboration 2019 Update

## Content

- ➔ An article should be no more than 1,500 words and be focused on a new operating, planning, business policy or practice, or infrastructure enhancement that improves interaction with the regional cargo community and, if applicable, has broader generic application. We are targeting 12 articles initially but will gladly consider more. While your submittal should not be drafted as a marketing piece, it would obviously represent free publicity for the airport on both a national and global basis.

# Media Collaboration 2019 Update

## Scheduled to Date

- 10/1 Cincinnati
- 10/15 Charlotte
- 11/1 Huntsville
- 11/15 Calgary



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# Media Collaboration 2019 Update

## Reaching Out

- Atlanta
- Brussels
- Dallas
- Edmonton
- Kennedy



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# Media Collaboration 2019 Update

## If You Are Interested:

- Daniel B. Muscatello
- Mobile: 502-552-7112
- Email: [danm@dbmaviation.com](mailto:danm@dbmaviation.com)



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# The Impact of E-Commerce

- ➔ For the past several years, air cargo has seen a revitalization driven by perishables, pharmaceuticals, and in large measure by e-commerce. As we look at 20-year forecasts for the industry, experts believe that even modest average annual growth rates will create substantial constraints on the facilities and infrastructure of today's major cargo airports and demand for alternative operating centers. This Working Group will assess the potential impacts of e-commerce in terms of how airports may be affected and how they can respond to ensure the quality of service and physical properties they provide can meet the future challenges.



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# Membership Engagement

- This Group leads outreach to industry airports to encourage participation and broaden participation in the Committee. Work will include identification of key issues that may adversely impact the ability or inclination of airports to participate and strategies to address these challenges. The effort will involve a broader marketing scope as it matures and as the number of volunteers permit. A brief outline of an eventual work plan is indicated below.
- Objectives:
  - To publicize and promote the Committee
  - To increase conference participation
  - To help create intra-Committee outreach
- To publicize and promote the Committee
  - Develop a Committee Newsletter covering issues and events
  - Identify high priority targets for recruitment (top 50 cargo airports, fast growing airports, mid-size airports, etc.)
  - Create a methodology for contacting the targets
  - Create an approach to attract associate (non-airport) members
- To increase conference participation
  - Identify and prioritize potential session topics
  - Provide input on speakers
  - Identify potential industry synergies
  - Develop literature for conference promotion
- To help create intra-Committee outreach
  - Develop an outreach narrative appealing to airports generically
  - Identify key examples of coordination benefits
  - Create a contact list for participating airports
  - Help develop and coordinate survey efforts

# Industry Issues

- This Group will identify and bring to the Steering Group industry trends and challenges that are developing and could represent issues for airports over the foreseeable future if not addressed on a timely basis. These issues may:
1. Become the subject of a Task Force.
  2. Form the underpinning of a session at a conference
  3. Be the topic of a Webinar.

# Roundtable Discussion

**Moderated by:**

Doug Bañez, Associate Member Representative, Air Cargo  
Committee

(Managing Director, Hubpoint Strategic Advisors)



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# Headlines: Mid-August 2019

## China Renews Vow to Retaliate Against Planned U.S. Tariffs

Beijing says Trump's latest threat, which was partially dialed back Tuesday, violates earlier consensus reached between the two leaders

CHINA  
Updated August 15, 2019 10:52 a.m. EDT

BEIJING—China renewed its vow to retaliate against U.S. tariffs set to be imposed in coming weeks, despite President Trump's decision to delay implementing some of the levies, but expressed hope the two countries would reach a resolution to the trade war.



A Chinese official said Beijing would have no choice but to take necessary countermeasures after the U.S. violated an earlier agreement between Presidents Trump and Xi.

On Thursday, the State Council's Customs Tariff Commission said the U.S. proposal on Aug. 1 to levy new tariffs on \$300 billion in goods "severely violated" a consensus reached between Mr. Trump and Chinese President Xi Jinping during their meetings this past year in Argentina and Japan.

The threatened new tariffs by the U.S. "devi-

ated from the right track of resolving differences through dialogue," an unnamed official was quoted as saying by the commission. "China would have no choice but to take necessary countermeasures."

A separate remark from China's Ministry of Foreign Affairs expressed

hopes that the two countries could reach an acceptable solution.

"We hope the U.S. can work in concert with China to implement the two presidents' consensus that was reached in Osaka, and to work out a mutually acceptable solution through equal-footed dialogue and

## Canada Jobless Rate Increase Fuels Rate Cut Talk

Two straight month of unexpected job losses turns attention toward Bank of Canada

CANADA  
By Kim Mackrael  
Updated August 09, 2019 11:15 a.m. EDT

OTTAWA—Canada's unemployment rate rose in July as the economy unexpectedly shed jobs for a second straight month, fueling speculation over a possible Bank of Canada rate cut later this year.

The Canadian economy lost a net 24,200 jobs in July on a seasonally adjusted basis, Statistics Canada said Friday. Market expectations were for a net job increase of 12,500.

Canada's jobless rate rose to 5.7% in July, up from 5.5% in the previous month. Market expectations were for the jobless rate to remain unchanged at 5.5%.



Assembly workers working at the FCA's Windsor Assembly Plant in Windsor, Ontario, last year. The Canadian economy lost a net 24,200 jobs in July.

When using U.S. Labor Department methodology, Canada's jobless rate was 4.6% in July.

Average hourly wages, meanwhile, advanced at their fastest pace in more than a decade. Several economists said the 4.5% year-over-year advance in wage growth recorded in July was a single bright spot in an otherwise disappointing report.

Average hourly wages were up 3.8% year-over-year in the previous month.

Despite job losses in June and July, Canada's net employment is still up 353,000, or 1.9%, year-over-year.

The July jobs report comes amid growing pressure for the Bank of Canada to follow the Federal Reserve in lower-

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## Tensions Flare as Palestinians, Israeli Forces Clash in Jerusalem and at Gaza Border

Muslim worshippers scuffle with security details as they protest entry of Jewish visitors to holy site

MIDDLE EAST  
By Dov Lieber  
Updated August 11, 2019 12:59 p.m. EDT

TEL AVIV—Tensions between Israelis and Palestinians flared over the weekend after riots broke out at one of Jerusalem's holiest sites and Israel's military foiled what it called a potential mass-casualty attack from Gaza.

On Sunday, Muslim worshippers who gathered to pray at the contested compound known to Muslims as the Noble Sanctuary and to Jews as the Temple Mount clashed with Israeli security forces to protest the entry of Jewish visitors to the site.

Tens of thousands of Muslims at the holy site were marking the reli-



An Israeli security officer grapples with a Palestinian near the al-Aqsa Mosque on Sunday.

gious Eid al-Adha holiday, which this year coincides with the Jewish mourning day of Tisha B'Av that commemorates the destruction of the ancient Jewish temples in Jerusalem. The confluence of worshippers at the site spiked religious tensions.

The increasing flow of Jewish visitors in recent years along with the

demand to allow Jewish prayer there has irked Palestinians wary of a change to the status quo. Currently all non-Muslims are barred from praying on the site.

Israeli authorities in recent years have decided on a case-by-case basis whether to allow Jewish visitors to ascend the holy site in times of friction. Religious Jews who do

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# Headlines: Mid-August 2019

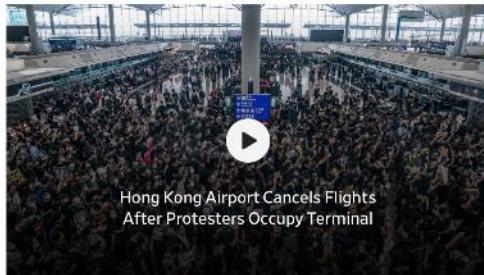
## Hong Kong Airport Cancels Flights as Protesters Flood In

Thousands of demonstrators fill airport to condemn police handling of long-running protests

CHINA

By [Natasha Khan](#),  
[Wenxin Fan](#) and  
[Preetika Rana](#)

Updated August 12, 2019 10:30 a.m. EDT



Hong Kong Airport Cancels Flights After Protesters Occupy Terminal

Demonstrators flooded the airport's arrival and departure halls Monday, after a 10th straight weekend of unrest culminated in the bloodiest night of clashes with police to date. Photo: Getty

HONG KONG—A large crowd of antigovernment demonstrators shut down Hong Kong's airport and stranded thousands of passengers Monday, as officials in Beijing said they saw emerging signs of terrorism in the city's increasingly violent protests.

Hong Kong's airport authority canceled more than 130 flights Monday afternoon after thousands of demonstrators thronged the arrival and departure halls, joining a sit-in at the terminal that has run since Friday. They gathered to protest what

they say was police brutality over a **bloody weekend** that saw some of the worst unrest in more than two months of demonstrations.

By 8 p.m., a few hours after the cancellations were announced, most had dispersed.

The size of the crowd overwhelmed the airport, one of the world's busiest, handling more than 400,000 flights and 75

million passengers last year. It underscored protesters' continued ability to disrupt the city, ratcheting up pressure on authorities, who have warned the unrest may tip **the economy into recession** and damage business confidence in the international finance and trading hub.

The protest, while disruptive, was peaceful—a contrast to battles



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## Argentine Peso Dives After President Defeated

Mauricio Macri's distant second-place finish in primary election appeared to pave the way for election of leftist opponent

LATIN AMERICA

By [Ryan Dube](#) and  
[Jeffrey T. Lewis](#)

August 12, 2019 10:57 a.m. EDT



President Mauricio Macri speaks at a press conference in Buenos Aires on Monday.

Argentina markets were reeling on Monday after pro-business President Mauricio Macri suffered a **resounding defeat in a primary election** that appeared to pave the way for the election of his leftist opponent.

The peso weakened about 25% against the dollar in early trading amid investor concerns about the potential return to power of Argentina's powerful Peronist movement under Alberto Fernandez and his vice presidential running mate, former president Cristina Kirchner.

The Merval index in Buenos Aires was down

more than 11% in early trading after having jumped 7.7% Friday on expectations that Mr. Macri would do well in Sunday's vote.

Mr. Macri received 32% support versus 48% for Mr. Fernandez, who has pledged to undo many of Mr. Macri's market-friendly policies. The presidential election is scheduled for

October.

"I don't see how he can come back from this," Jorge Giacobbe, an Argentine political analyst, said of Mr. Macri.

Mr. Macri told reporters late Sunday that dealing with this week's market volatility would be "the responsibility of everyone, especially those who received the most support today."



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## South Korea Kicks Japan Off List of Favored Trading Partners

Decision had been signaled earlier this month when Tokyo took a similar step

ASIA

By [Eun-Young Jeong](#)

August 12, 2019 06:38 a.m. EDT



The port of Busan, South Korea, will be a little slower in shipping goods to Japan.

SEOUL—South Korea dropped Japan as a favored trading partner, further escalating tensions between the two U.S. allies.

Seoul said Monday it would remove Japan from a list of countries that qualify for accelerated imports of South Korean products, a move South Korea had signaled earlier this month when **Tokyo enacted a similar measure** against it.

Starting in early September, importing certain South Korean goods will require a process taking up to 15 days versus the current window of five days, Seoul's Ministry of Trade, Industry and

Energy said.

Japan's Ministry of Economy, Trade and Industry couldn't be reached for comment. It is a holiday in Japan.

The trade spat threatens to create delays **all along the world's tech-supply chain**. Japan and South Korea play central roles in the manufacturing of electronics products from Apple Inc.'s iPhones to Amazon Inc.'s

data servers.

The two countries are also essential to Washington's efforts to persuade North Korea to relinquish its nuclear arsenal. President Trump told reporters Friday that Japan and South Korea need to get along, as their dispute places the U.S. in a bad position. Washington hasn't yet taken an active role to mediate the disagreement.

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# Headlines: Mid-August 2019

## Russia Protests Present New Challenge to Putin's Dominance

Demonstrators say they are upset over the sluggish economy and a lack of political options

RUSSIA

By Thomas Grove +

August 11, 2019 04:47 p.m. EDT

MOSCOW—A surge in Moscow's protest movement this weekend has presented the biggest challenge in nearly a decade to President Vladimir Putin's heavy-handed political system, giving Russians the chance to air an array of grievances over economic stagnation, lack of political choice and the Kremlin's geopolitical isolation.

The military adventures of Mr. Putin, who celebrated 20 years in power last week, have turned Russia into a power to be reckoned with for foreign policy makers. But they haven't translated into gains for average Russians, who have



Russian riot police arrested hundreds of demonstrators on Saturday, as tens of thousands of people rallied in the largest protest Moscow has seen in recent years.

Photo: EPA

seen their living standards fall for five years in a row amid chronic economic problems aggravated by Western sanctions.

"The protests are about the deep disappointment Russians have in their government," said Denis Volkov, a sociologist at Moscow-based pollster Levada. "It's like the genie is out of the bottle and people can finally express

their frustrations."

The 50,000 protesters who converged on a wide boulevard only a mile from the Kremlin on Saturday proved that a movement that started with protests over municipal elections has turned into a platform for a wide swath of political interests—both local and national.

Russians have been hit by sclerotic economic

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## Protesters Demonstrate in Kashmir Despite Indian Clampdown

Communication links remain blocked, including the internet and telephone lines

INDIA

By Bill Spindle +

Updated August 11, 2019 06:27 p.m. EDT

NEW DELHI—India's portion of the disputed Kashmir region, which is under a military lockdown after India removed its semiautonomous status last week, saw protests over the weekend as residents emerged from their homes in greater numbers for the first time in nearly a week.

More shops were open and livestock available in the street markets of the biggest city, Srinagar, as the majority Muslim region prepared for the Eid holiday on Monday. Nearly all communication links to the area remained blocked, including the internet and mobile and land-based telephone



Kashmiri women shouted slogans on Sunday during a protest after the scrapping of the special constitutional status for Kashmir by the Indian government.

lines.

The Indian government put Jammu and Kashmir state directly under the central government early last week, permanently ending the measure of autonomy the state had enjoyed.

India and Pakistan have both claimed all of the Kashmir region since they were created. It is divided along a highly

militarized line of control that separates the armies of the two nuclear-armed powers. On the Indian-administered side an anti-India separatist movement has battled against the Indian government for decades, often with the support of extremist groups based on the Pakistan side of the control line.

On Friday afternoon,

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## North Korea Conducts Fifth Weapons Test Since July 25

Country fires two short-range ballistic missiles hours after Trump expresses optimism about talks

ASIA

By Timothy W.

Martin +

Updated August 10, 2019 09:55 a.m. EDT

North Korea fired two short-range ballistic missiles off the country's east coast early Saturday, Seoul officials said in an initial assessment, a weapons test that came hours after President Trump expressed optimism about future nuclear talks that remain gridlocked.

The missiles were fired at 5:34 a.m. and 5:50 a.m. local time from an area near the country's north-eastern city of Hamhung toward the sea between Korea and Japan. They traveled a 248.5-mile distance and soared 30 miles high, according to South Korea's military.



North Korean leader Kim Jong Un watching a missile launch in this undated image provided by KCNA on August 7.

Separately, U.S. defense officials described the missiles test as being similar to the North's other recent launches, which have flown over shorter ranges.

Pyongyang has conducted five weapons tests since July 25, a pattern of behavior that the North's state media has said was a reaction to scheduled U.S.-South Korea military

exercises.

South Korean officials said they see the Kim regime's launch as an "armed protest" aimed at the joint military exercises with the U.S. scheduled this weekend.

Pyongyang's weapons launch came as Mr. Trump told reporters Friday that he had received a letter from North Korean leader Kim Jong Un.

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# Headlines: Mid-August 2019

## Inside General Mills' Plan to Make Lucky Charms Seem Hip

To rejuvenate old brands, executive Brad Hiranaga is tapping social-media influencers and Hollywood; Count Chocula at Hotel Marmont

JOURNAL REPORTS:  
LEADERSHIP

By *Alexandra Bruell* 

August 09, 2019 10:35 a.m. EDT

How do you make Lucky Charms hip? Or, for that matter, Fiber One? Or Pillsbury?

That's the mission of Brad Hiranaga, General Mills Inc.'s ▲ +0.07% ▲ chief brand officer for North America. In a world where consumer tastes and habits are changing—many shoppers now prefer food they perceive to be fresher and healthier—and where big food companies are under pressure as private-label products eat into their sales, Mr. Hiranaga has his work cut out for him.

To get the Minneapolis-based company's brands to resonate with a



General Mills has a lot of famous brands like Lucky Charms that have been around a long time.

new generation of shoppers, he is forging collaborations with gaming companies, Hollywood and social-media influencers, and has helped create a new marketing structure that puts an emphasis on big ideas.

The 43-year-old Mr. Hiranaga talked with The Wall Street Journal about his vision for marketing

older brands in a modern world. Edited excerpts follow.

**WSJ:** *What were you tasked with at General Mills when you became chief brand officer?*

**MR. HIRANAGA:** The past six to seven years have been difficult for companies in the packaged-goods industry, specifically food compa-

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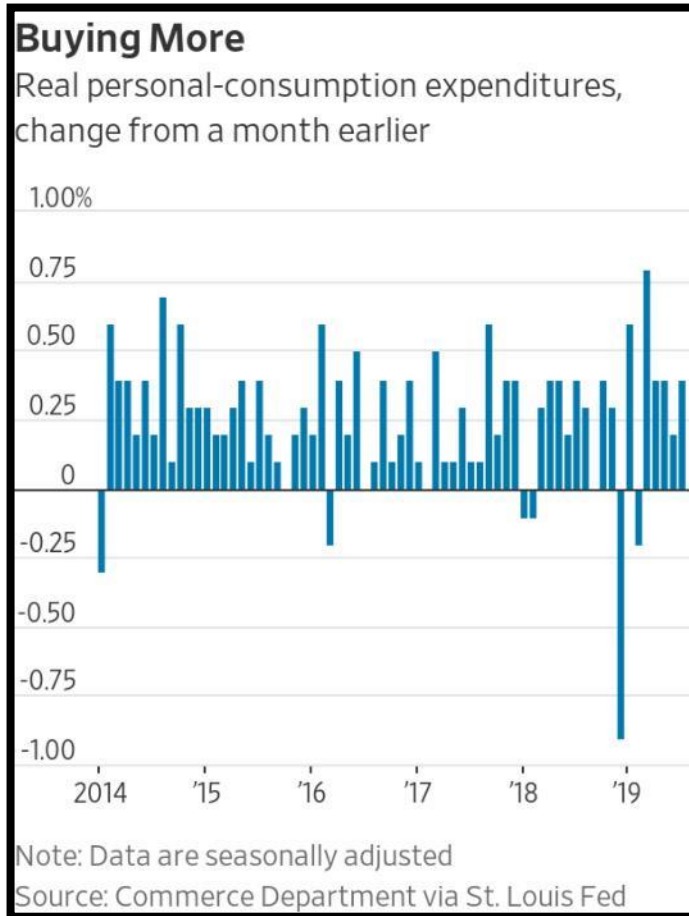


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# Consumer Spending



## U.S. Consumers Worry but Keep Spending

Retail sales were good in August even as concerns over the U.S. economy mounted

HEARD ON THE STREET

By Justin Lahart

September 13, 2019 12:02 p.m. EDT

If Americans are getting worried about the economy, it sure isn't showing up at the store.

Retail sales rose 0.4% in August from the prior month, the Commerce Department reported Friday, better than the 0.2% economists were looking for. And July sales were revised higher. The details of the report were strong as well: A measure excluding sales at motor vehicle dealers, gasoline stations, hardware stores and restaurants—the so-called control group economists use to track gross domestic product—rose 0.3% after surging 0.9% in July. Forecasting firm High Frequency Economics estimates that



Shoppers wait in line Friday at a Costco store in Altamonte Springs, Fla.

overall consumer spending is on pace to grow at a 3.7% annual rate in the third quarter.

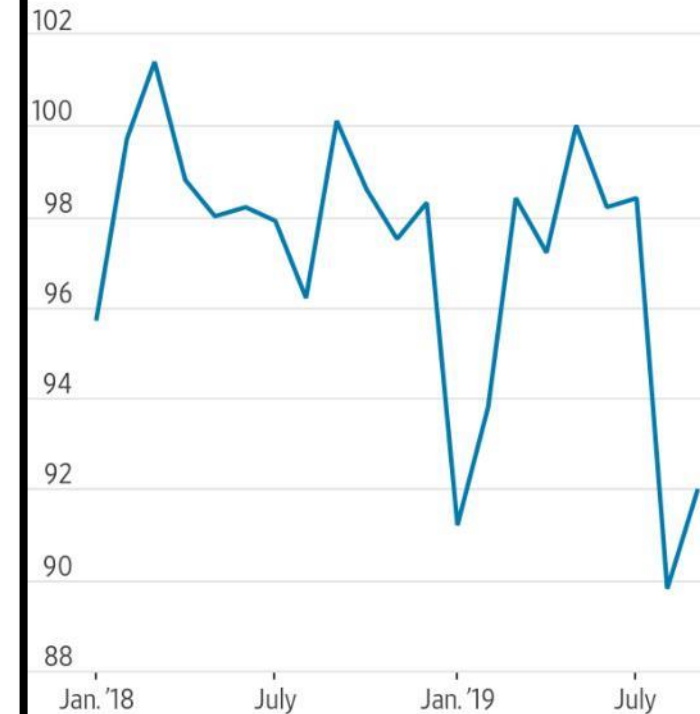
Considering the drumbeat of upsetting news people were served up in August—with the stock market roiled by escalating trade tensions—the strength of consumer spending in August is somewhat surprising. It is even more so given that measures of consumer confidence from the

University of Michigan, BofA Merrill Lynch, and Refinitiv and Ipsos all registered significant declines in August.

Count it as a testament to the power of a good job market and easy financial conditions. People might be a bit bummed about the state of the world, but with money jingling in their pockets, it might just make them resort to a little retail therapy. Federal Reserve policy mak-

## Heard the News Today, Oh Boy

Index of Consumer Sentiment



Source: University of Michigan



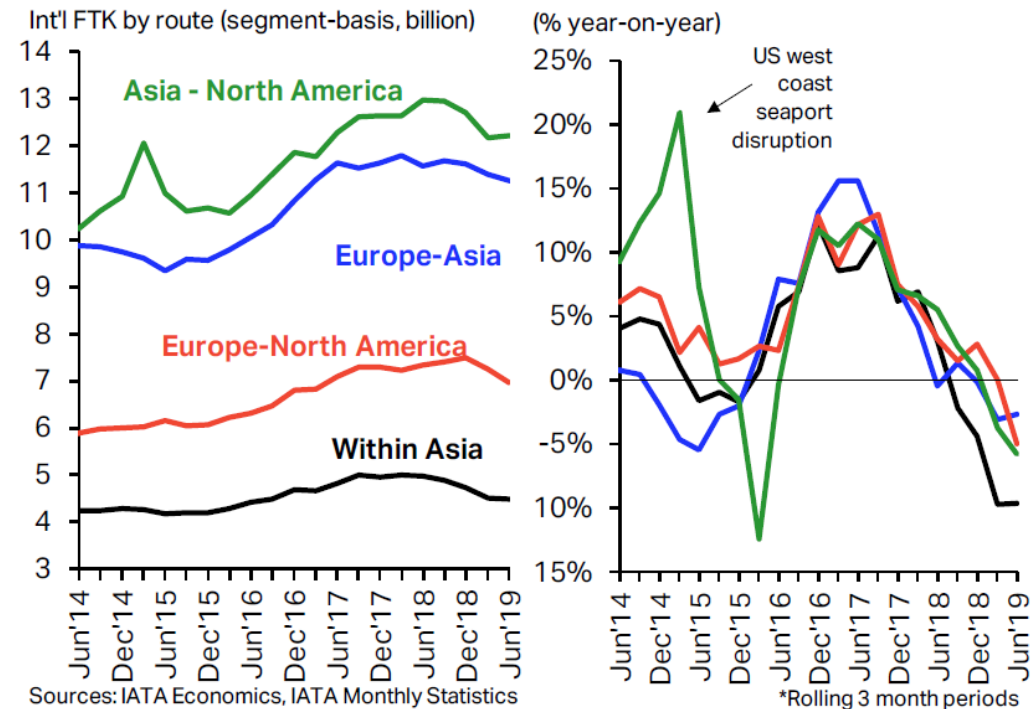
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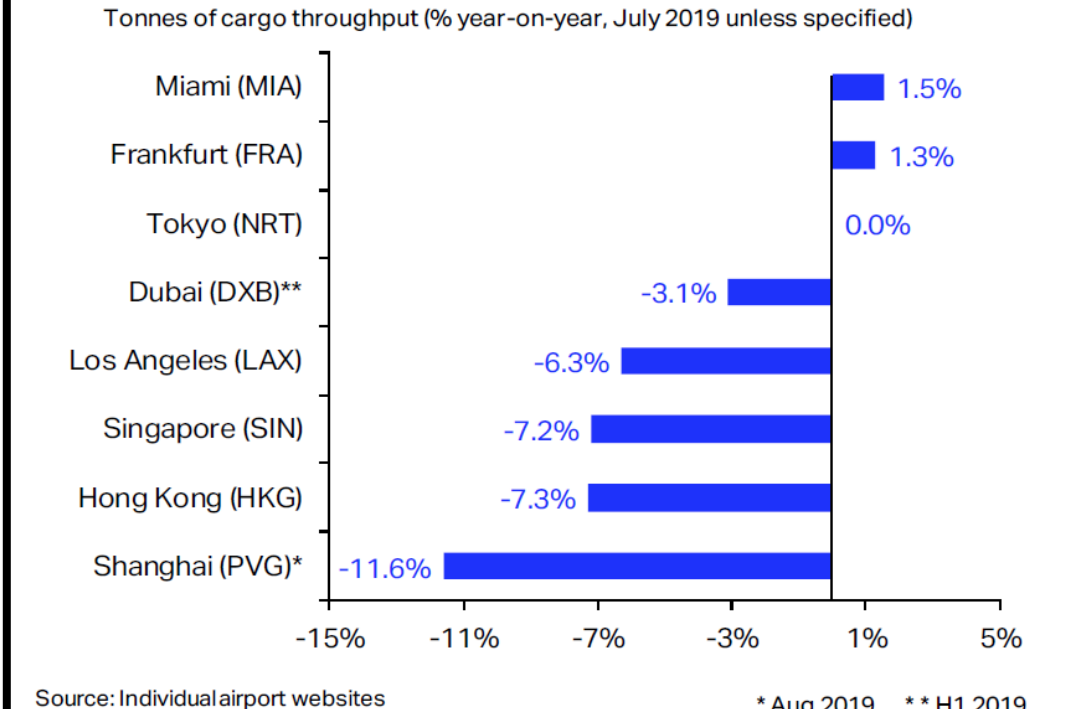
# Air Cargo Demand Trends (IATA)

What's happening at your airport?

5. Air cargo demand remains under pressure on the four major international segment-based trade lanes. Within Asia was the key underperformer (-10% year-on-year), followed by Asia-North America that recorded the largest fall in volumes since 2016.



6. Not surprisingly, cargo throughput has been declining across most of the key freight airports, particularly in Asia. Miami and Frankfurt were the only outliers in July 2019, recording a modest annual growth of around 1.5%.



# Airport Views?

- Economic downturn and recession
  - Likely impacts and proactive planning
  - Impacts on overall business and, specifically, on air cargo
  - The Long View
- Air Cargo Planning, Investment, Development, Marketing



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# Air Cargo Focus at Airports

- Dedicated cargo personnel or shared duties?
- Reasons? Budgets, Activity Levels, Strategic Focus, etc.
- Internal influences: Airport Director, Airport Board, Airlines/Tenants
- External influences: Local businesses, Gov't officials, Economic Development, Planning Firms / Consultants
- Signs of changing interest levels +/- related to air cargo management and outlook moving forward?



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Thank you and see you at



Exhibit Hall Grand Opening at 5pm today



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